Source Selection Improvement Group (SSIG) Pilot Focus Group Results and Recommendations

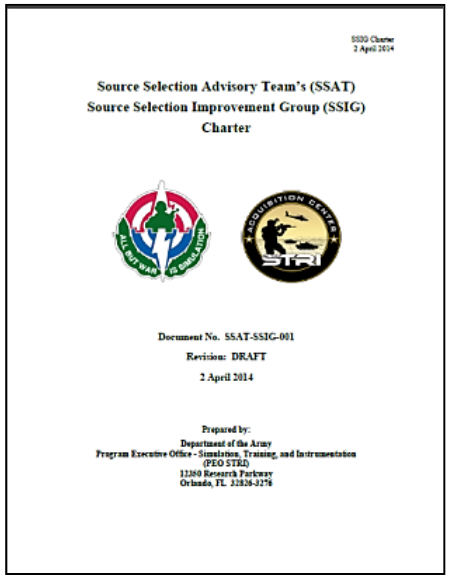
Briefing for Mr. Joseph A. Giunta
Director of Contracting and Principal Assistant Responsible for Contracting (PARC)

Ms. Cynthia M. Sherman
Chairperson, Source Selection Improveme
Group
PEO STRI Contracting Center

Industry Partners

12 December 2014

Source Selection Improvement Group



SSIG Charter
2 April 2014

Source Selection Advisory Team's (SSAT)
Source Selection Improvement Group (SSIG)
Charter

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Purpose

SSIG Charter establishes a working-level forum between the Government and Industry

Mission

Provide a forum for improved communication between the Army PEO STRI Source Selection Advisory Team (SSAT) and Industry Partners to discuss issues, best practices, and lessons learned in order to promote constructive exchanges related to the source selection process.

SSIG Objectives & Overview

PEO STRI Government and Industry SSIG Forum Objectives:

- Promote constructive exchanges related to the source selection process
- Improve the quality of solicitations and submitted proposals
- Increase process efficiencies and promote best practices

SSIG "Pilot" Focus Group:

- 8 Industry partners: 3 large and 5 small
- Source Selection Advisory Team (SSAT)
- National Center for Simulation (NCS)

Process Timeline: July 2014 to December 2014

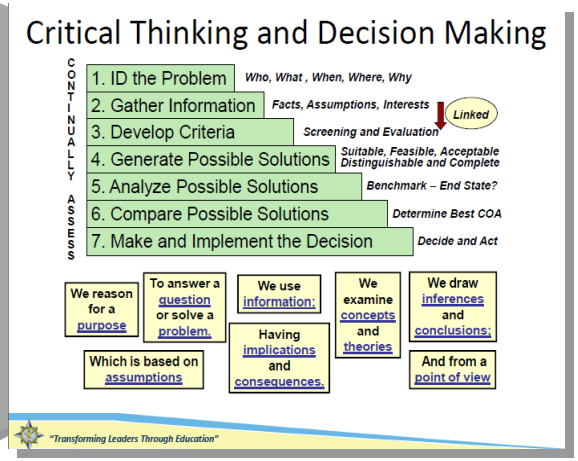
Process Outcome:

- Brief to the Director/Principal Assistant Responsible for Contracting (PARC)
- Implement improvements for PALT process
- Focus Group results document posted to "SSIG SharePoint"

SSIG Process

Continuous Process

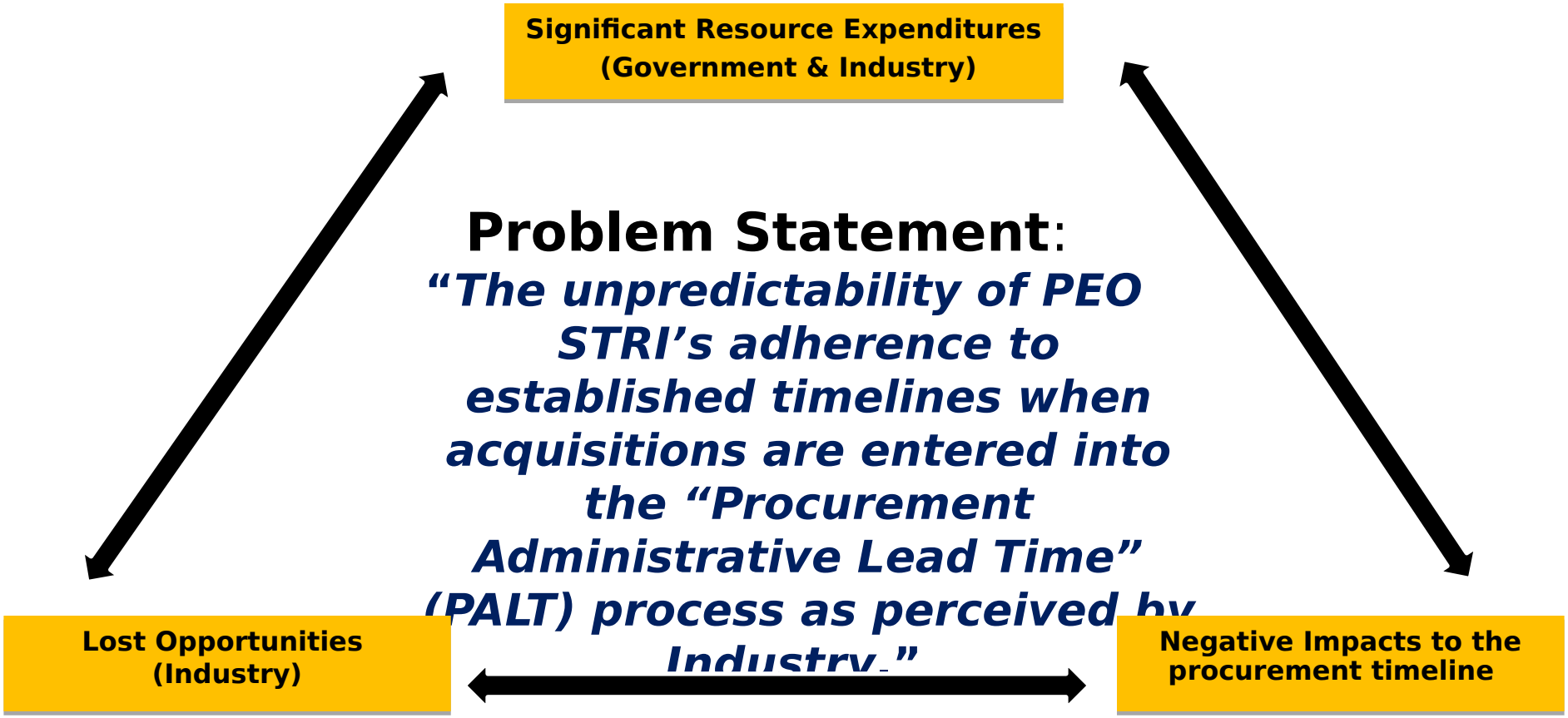
- Establish Focus Group
- Identify Relevant Issue(s)
- Gather Information (Survey)
- Develop / Assess Alternate Solutions
- Generate Recommended Actions/Solutions
- Implement Solutions


Critical Thinking and Decision Making
CONTINUALLY ASSESS
1. ID the Problem
Who, What , When, Where, Why
2. Gather Information
Facts, Assumptions, Interests
Linked
3. Develop Criteria
Screening and Evaluation
4. Generate Possible Solutions
Suitable, Feasible, Acceptable Distinguishable and Complete
5. Analyze Possible Solutions
Benchmark – End State?
6. Compare Possible Solutions
Determine Best COA
7. Make and Implement the Decision
Decide and Act
We reason for a purpose
To answer a question or solve a problem,
We use information;
We examine concepts and theories
We draw inferences and conclusions;
Which is based on assumptions
Having implications and consequences,
And from a point of view
"Transforming Leaders Through Education"

America's Force of Decisive Action

SOLDIERS • FAMILIES • ARMY CIVILIANS
ARMY STRONG.

Problem Statement


Significant Resource Expenditures (Government & Industry)
Problem Statement:
"The unpredictability of PEO STRI's adherence to established timelines when acquisitions are entered into the "Procurement Administrative Lead Time" (PALT) process as perceived by Industry."
Lost Opportunities (Industry)
Negative Impacts to the procurement timeline

The PALT timeline should afford all stakeholders a reasonable ability to appropriately and effectively align resources

Survey Results

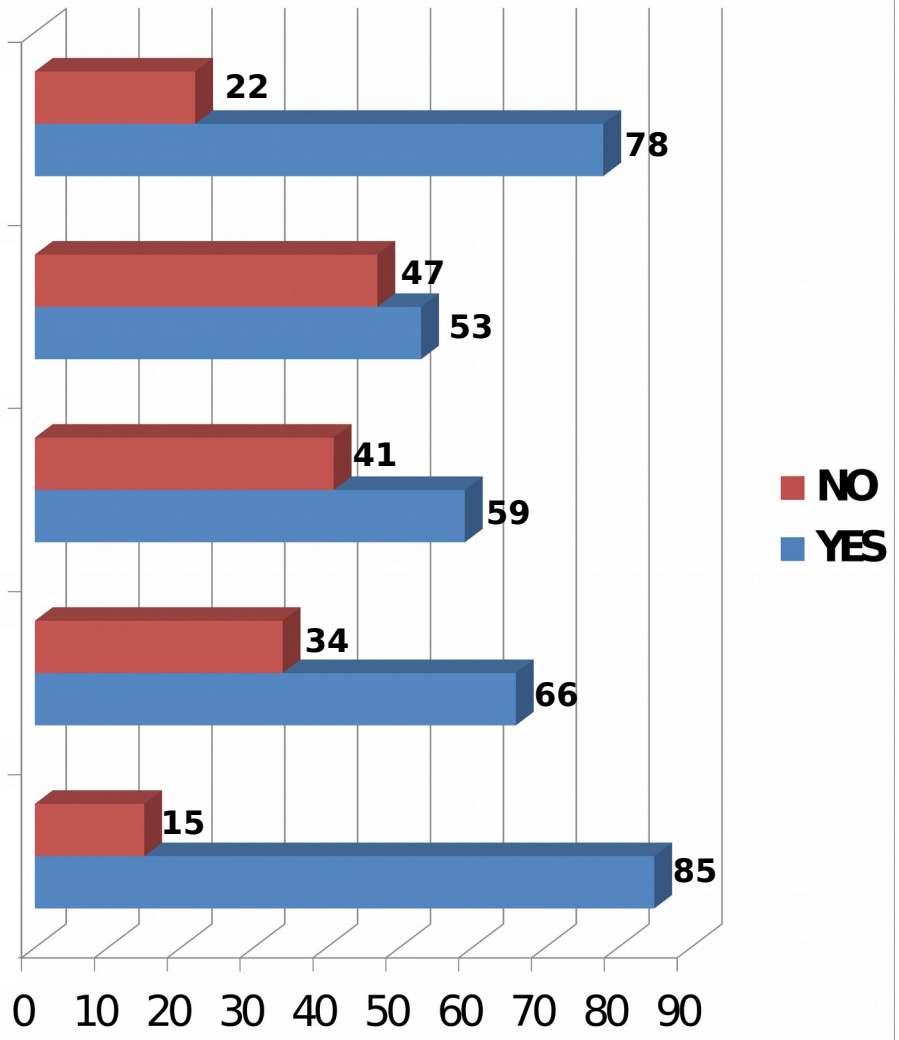
1. Do you have a good understanding of the current PALT Process?

2. Does the PALT Process and published milestones lack predictability and accountability?

3. Do you understand the entrance criteria of when a procurement opportunity is entered into PALT?

4. Do you understand the difference between “Pre-PALT” and “PALT?”

5. Would you be interested in receiving a presentation from PEO STRI on the source selection process and on PALT?



Recommendations

1. Recommend that the **SSAT provide Industry with a presentation** giving an overview of major milestones within the source selection process. Industry could benefit from learning more about the process and it would help them to better understand what is put out at the PALT sessions. Also, recommend that our Industry Partners join in the presentation to provide what they are preparing for in conjunction with the government's major milestones in our process.

2. Recommend the **PARC establish ground rules at the Industry PALT sessions** in defining PALT, Pre-PALT and potentially not providing "desired dates" or timelines outside of PALT. (See Attachment 1, PALT Session Ground Rules).

3. Recommend the **Contracting Center collect data** to average the number of days taken to meet major PALT scheduled milestones as well as the averages of meeting planned award dates for competitive procurements. At that time, the metrics would be available to (1) determine trends in the adherence to meeting established milestones, and (2) establishing realistic and achievable milestones for planning purposes. The **PARC's PALT Memo could be updated** to reflect a realistic number of days for major milestones for a more efficient planning process.

Recommendations Cont'd.

4. **Provide Industry a blank PALT form** to increase awareness of major milestones and processes. Post the blank form to the SSIG SharePoint site for public access.

5. Recommend that the **PEO establish a quality review and signature process of the Requirement Package (RP)** through senior members of Program Management Office, especially the senior Engineer. This would ensure that the package is properly vetted for quality purposes and that senior management would have buy-in to their own-products prior to release to Contracting Center's Division Chiefs for validation and entrance into PALT. Also, recommend that the Division Chief not accept an RP until it has reached a level of acceptability where requirements are fully defined and the acquisition strategy and planning documents are fully developed.

Recommendations Cont'd.

6. Recommend that the **PEO STRI Program Management Office (PMO) adopt a Green/Amber/Red (GAR) (or similar) methodology metric.** This recommendation would entail a requirement for the PMOs to establish and finalize a metrics process, similar to that of the GAR methodology (See Attachment 4**,** Proposed Green/Amber/Red (GAR) Methodology), to monitor and measure adherence to PALT schedules for competitive procurements for the sole purposes of status awareness and mitigation of issues/concerns early in the process.

Benefits of Implementing Recommendations

Implementing the six recommendations will result in the following benefits to both the Government and Industry:

- Improve Industry's understanding of the procurement process as it aligns with the PALT planning schedule;
- Improve the understanding of what is meant by "PALT" and "Pre-PALT;"
- The Government can establish solid planning timelines IAW PALT schedules based on valid metrics obtained;
- The Government will have more accurate and reliable communications with Industry regarding important milestones IAW the PALT form;
- It will Improve the quality review process of requirement packages;
- It will provide early warning of obstacles impacting the PALT schedule;
- The Government will gain greater Industry confidence with regard to our entire PALT process.

Way Forward

- All Industry Partners are invited to participate by responding to our open invitation to:

  (1) Suggest future topic/s, and;

  (2) Participate in our next Focus Group

- Visit the “SSIG” tab on PEO STRI Business Opportunities public website: https://bop.peostri.army.mil/sites/bop/default.aspx

- Communicate with the SSAT via:

  usarmy.orlando.peo-stri.mbx.ssig@mail.mil

- SSAT and Industry Partners will periodically continue to provide updates at future PALT sessions

Pilot Group Members

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Questions / Discussion